

The Soulful Sales Code:

6 Figure Sales Skills for Your Heart-Centered Business

Week 1 Live Class



Sharing, questions, getting oriented



Buddies!

- Please buddy up in groups of 2 or 3
- *Practice, mock conversations, feedback, clearing, support!*



Exercise:

What does Sales mean to you?

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What is Marketing?

- Getting the right message out to the right people, in such a way that they respond with:
 - “Oh, that’s me you’re talking about!”
 - “That’s what matters to me!”
 - “I want to know more about that!”



What is Sales?

- Talking/communicating with ONLY those people who responded, asking them lots of questions to find out:
 - WHY they responded
 - What REALLY matters to them
 - What problems they are facing
 - Are they looking for change?
 - What do they really WANT, more than anything



It's all about *Connection*

“People don't care how much you know,
until they know how much you care.”

~ *Theodore Roosevelt*



What is Sales?

What is Money?

Someone once said to me:

“Money is God in Action”:

What if... ?

Gratitude, Love, Commitment...

<https://wordart.com/>



Actions for this week:

Get connected with one or more buddies and schedule practice calls.

Have at least three practice “sales conversations” in one or more “mock / practice” call(s) with your buddy (or with someone else who is available for you to practice with)



Practice calls

Download “Sales Conversations Secrets: Heart-Centered Sales ...made simple”

Practice Steps 1 and 2 of the “Tell Me More Trap” with your buddy

Write down your notes and observations – how did this feel, what was your experience?



It's all about making a difference!

GO FORTH AND MAKE A
DIFFERENCE IN PEOPLES' LIVES

